



LORI O'CONNOR  
Regional Business Manager

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908-225-4774  
Fax 908-417-9076

December 4, 1995

TO: M. A. Young

RE: Low Volume Sales Rep Test

Dear Mark:

Attached are the results of the Low Volume Test we ran over the Summer. As you will see, it further substantiates our position; low volume calls need to be contacted by RJR personnel.

Should you have any questions, please contact me.

Sincerely,

A handwritten signature in cursive script, appearing to read "Lori".

L. M. O'Connor

LMO/ams

Attachment

cc: D. L. Wilmesher  
D. P. Fitzgerald  
F. E. Cook  
G. P. Mitchell  
S. J. Zitta  
BIC

K-5

"We work for smokers."